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SBA Santa Ana District Office to Host Veterans Entrepreneurial Development Workshop

"Making the Connection between Faith & Business"

Santa Ana, CA - The [Santa Ana District Office](#) of the U.S. Small Business Administration will host a free workshop aimed at building military veterans' business skills at the Norman Murray Community Center in Mission Viejo from 3-7pm on August 18th, 2010. The workshop includes five hour-long classes, business counseling opportunities, and a mini-resource fair.

Veteran outreach is a priority at the SBA. Veterans are twice as likely as non-veterans to own a business, according to census data. Though this event is targeted to serve veterans of the armed forces, non-veterans are welcome to attend as the materials that will be presented are relevant to any current or prospective business owner.

Carl Woodard, Chapter Chair of [Orange County SCORE](#), will present a class titled, "Sales Techniques that Work." He has over 30 years of sales and marketing experience and will share his insight and experience regarding the best methods to connect with potential customers.

Leila Mozzafari, Director of the [Orange County Small Business Development Center](#), will present an overview of government contracting, including how to identify contracts, registering to do business with the Federal government, and certification programs that will make small businesses become more competitive.

Blair Nicol, CFE at [Fran-Net](#), will teach a class on franchising. Many military veterans look to franchising as a way to leverage their leadership skills with proven business models. At this workshop, Blair will teach attendees how to find the right franchise, how much money it takes to get started, and what the trends are in this sector of the economy.

Doug Dare, Business Development Specialist at SBA's Santa Ana District Office, will lead a class to cover SBA Financing. He will provide an overview of the SBA's lending programs & their requirements, what lenders need to know about a loan applicant's business, and the resources available to develop business plans and financial projections.

Robin Noah, Management Counselor at Orange County SCORE, will host a skill-building class on networking. Robin is an outstanding communicator and will teach attendees tips to make themselves and their businesses memorable to others.

The mini-resource fair will be held in collaboration with such organizations as the Department of Veterans Affairs' Vet Centers, California Employment Development Department, Orange County Goodwill, and SBA's resource partner, Institute for Women Entrepreneurs.

To register for this event, please visit [our registration portal](#) or call Doug Dare at (714) 560-7467.